# Piyush Kumar Srivastava

Location: New Delhi (NCR)

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# Career Objective

To acquire a position that affords me the opportunity to serve the organization by making Optimum utilization of my skills & knowledge in the field of **Business Development** and serve the Organization to the best of my potentials and aid the company in reaching its financial success.

# 4+ Years of Work Experience

**1) Company:** Indusind Bank Limited

**Duration:**  Dec 22, 2014 - till date

**Designation:** Associate Relationship Manager

**Department:** Emerging Corporates

**Job Responsibilities:**

* To ensure acquisition & value build of new to Bank BUSINESS Product/Program & Trade/Fx led CA customers in the branch in the identified segments
* To Identify, build, acquire and deepen relationships to gain incremental wallet share of the high value segment through a superior customer experience
* To ensure high value enhancement through acquisition & deepening in the mapped portfolio
* To recognize and understand a client's global banking needs in order to provide holistic financial solutions in collaboration with the PSM
* To ensure on boarding, M+1 activation, Value build up & AQB maintenance of accounts acquired
* To Master referral opportunities to grow portfolio. Proactively source, acquire and expand high value customer relationship by maximizing sale and service opportunities.
* To monitor customer profile, understand customer’s business needs & provide appropriate product / pricing solution.

**2) Company:** Yes Bank Limited

**Duration:**  May 02, 2013 - Sept 26, 2014

**Designation:** Executive

**Department:** Branch Banking

**Job Responsibilities:**

* Acquisition of Quality CASA (Current Account & Saving Account)  
  accounts- Qualified & Activated NTB CASA Accounts (In Nos.)  
  Revenue Acquisition- Cross sell of Life Insurance products and Mutual Fund & Demat Accounts
* Compliant towards KYC and all operational risk  
  Comply with Bank’s policies and processes  
  Ensure timely escalation of issues impacting business and appropriate solutions to address the concerns  
  Ensure safety and security of Bank and customer's assets  
  Ensure timely submission of MIS reports

**3) Company:** SBI Life Insurance Co Ltd

**Duration:**  August 18, 2008 - July 02, 2011

**Designation:** Operation Associate

**Department:** Operations

**Job Responsibilities:**

* New business processing.
* Maintaining retention ratio.
* Policy servicing.
* Working in accordance to achieve TAT.

# Areas of Knowledge

Banking Business Analysis

# Industrial Exposure

A one and a half month Internship Program at “**AnandRathi Shares & Stock Brokers Limited, New Delhi**”

**Project Title**- Analysis of People awareness and their perception towards investment

**Work Profile**:

* Security valuation by studying the elements of Investment, Approaches to Investment
* Different developments of Investment Management
* Studying the basic investment avenues like bonds, Mutual fund, corporate deposit , insurance.

**Academics**

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| --- | --- | --- | --- |
| **Education** | **Subject/Stream** | **University/Board** | **Year** |
| MBA | Finance+Marketing | Mahamaya Technical University | 2013 |
| Bachelor Of Science | Botany & Chemistry | VBS Purvanchal University Jaunpur | 2008 |
| SSC | Science | U P Board | 2004 |
| HSC | Science | U P Board | 2002 |

**Awards & Achievements**

* WonBest Research Paper AwardinResearch Development Association, Jaipur titled“Performance Of Equity Market in India - A study with special Reference To TATA Motor
* Won **Best Research Paper Award** in **Research Development Association, Jaipur** titled **Financial Performance Analysis Of Insurance Companies in India “**A study with special Reference To **SBILife Insurance Co. Ltd”**
* Positioned II in “**Ad Madd Show”** in **ITS College**
* Positioned II in **Debate competition in ITS College**
* Won the Best Business Idea award at the Management Fest.
* Positioned II in **Science exhibition** at school level in class 11th at city level followed by at Division level in Varanasi.

**Conferences/Seminars**

* Attended NSFI Global AgriConnect 2012 at Indian Agriculture Research Institute New Delhi
* Active organizing member of event Quiz Guru organized by All India Management Association , New Delhi in collaboration with ITS, Ghaziabad
* Attended 2nd Annual Summit Financial Markets - Time for Next Generation Reforms
* Conferences organized by ASSOCHAM.

**Workshops**

* Attended Workshop on Tax & Investment Planning at IAMR College, Ghaziabad delivered By **Tax Guru Mr.SubhashLakhotia**

# Strength\Key Skills

* Sincerity & Dedication
* Eagerness to learn
* Dynamic & -Optimist.
* Efficient and Hardworking & Multitasking
* Good Communication & problem solving skills.

**Personal Details**

* Father’s Name: Mr. Vimalesh Kr Srivastava
* Date of Birth: 15th Mar, 1986
* Address: C/O Shashi Kant Lal A-54/14, PART-2,

SONIYA VIHAR, New Delhi-94

(Piyush Kr. Srivastava)